3 pgs.

R.S.M.'s
As info., please utilize revised form attached.
D.F.
Don

RJReynolds
Tobacco Company

T. W. Trador (Tom)
Director - Trade Relations

Winston-Salem, NC 27102
910-741-6956

September 7, 1995

J. W. Best	J. A. Geeting	S. R. Qualkinbush
P. J. Cundari	P. A. Letourneau	R. M. Sanders
J. J. Ellegate	G. A. Loser	L. S. Schreiber
J. S. Farmer	K. W. Noxon	B. K. Stockdale
R. L. Fiori	M. L. Nutting	H. S. Stokes
D. P. Fitzgerald	D. E. Owens	R. N. Young
R. C. Gaillard	J. M. Piscitelli	D. L. Wilmesher

RE: **1995 VANTAGE GOLF ITEMS - Order Form**

Due to recent personnel changes and price changes on certain items, I would like to reiterate our policies for ordering Vantage Golf items. Attached is the revised order form for use by sales management to support our sponsorship with state/local events, major chains, or to purchase items for specific key customers. Listed below are some key points relative to the revised order form and handling procedures:

- Maintained basic selection of golf items to assist you in purchasing an upscale item that could have a greater impact on a specific customer(s) or in sponsoring a specific event. In addition, this form can be used to purchase an item for personal use, but must be mailed vs. faxed and accompanied by a personal check.

- All golf items will have the Vantage Sr. PGA logo with the exception of Calloway/Yonex golf clubs and, of course, the golf shoes. Golf shoes can be used as a prize for a specific event by using gift certificates and ordering the appropriate size upon completion of the event.

- All orders will require an eight (8) week lead time due to the minimal inventory levels currently at Continental Golf. This lead time is critical in maintaining adequate inventory; therefore, please do not hold orders. (The greater the lead time, the better the system will work for all involved.)

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Source: https://www.industrydocuments.ucsf.edu/docs/txpm0000

- All orders must be ordered in case quantity and the cost per item includes the shipping and handling charges.

- All orders should be faxed "directly" to Mike Hall or Scott Faulkner at Continental Golf (919-831-2895), except for personal orders (include check payable to Continental Golf) which should be mailed to Mike Hall, Continental Golf, P. O. Box 6006, Raleigh, NC 27628. Telephone: 919-833-8887 or 800-544-7128.

- Continental Golf will fax the requestor a copy of the order upon completion to confirm shipment. **Make sure you include your fax number on the order form.**

- Continental Golf has been instructed to return all orders which do not have a 15-digit code or a personal check attached. **There will be no exceptions!**

- To minimize the time of handling each request form, please combine orders whenever possible.

  Note: The availability of Vantage Sr. PGA golf shirts and sweaters to field sales through LaMode has been discontinued due to the handling problems and time required to monitor. We will have very limited quantities available and will handle only requests that have been approved by AVPs or department directors. These requests should be in the form of a letter (no verbal requests) and for a specific customer(s) who have or will impact our business. No orders for personal use will be considered.

We hope the continuation of this program will be beneficial to you in handling the many requests you get in conjunction with state/local and chain sponsorships, plus specific customers who impact our business. Like you, we do not have an abundance of time to monitor this program and ask everyone's cooperation in following the guidelines.

Please contact my office if you have any questions or need additional information.

T. W. Trader

TWT:mhp
Attachment

cc: Mr. S. G. Hanes
Mr. M. L. Jones
Ms C. A. Spach

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Source: https://www.industrydocuments.ucsf.edu/docs/txpm0000

1995 VANTAGE GOLF ITEMS
Order Form

FAX TO: 919-831-2895
Mike Hall or Scott Faulkner
Continental Golf

ITEM	COST PER UNIT	PACKING PER CASE	COST PER CASE	QUANTITY ORDERED (Units)	TOTAL COST
•Burton 10 1/2" Golf Bag (red/blue/white)	$158.50	1	$158.50		
•Hot Z Explorer 9 1/2" Golf Bag (black)	$135.00	1	$135.00		
•Hot Z Safari 6 1/2" Golf Bag (black)	$96.00	1	$96.00		
•Regular Golf Bag Travel Cover (black)	$29.30	4	$117.20		
•Deluxe Golf Bag Travel Cover (golf shoe pocket) (black)	$45.00	4	$180.00		
•Calloway Warbird Graphite Driver (firm shaft only) .RH___ 9°___Qty.___10°___ Qty.___11°___ Qty. ___ .LH___ 9°___ Qty.___ 10°___ Qty.___ 11°___ Qty.___	$199.50	1	$199.50		
•Yonex Graphite Driver (2.0 only) . RH_____ Qty._____ LH_____ Qty._____	$195.00	1	$195.00		
•Ben Hogan Tour Sand Wedge w/logo (56°) . RH_____ Qty._____ LH_____ Qty._____	$59.00	1	$59.00		
•White Golf Caps	$5.25	144	$756.00		
•Golf Towel	$2.40	150	$360.00		
•Wilson TC2 Golf Balls (12 pack)	$13.65	12 doz.	$163.80		
•Set of Headcovers (4 per set)	$24.30	4	$97.20		
•Tee Packs	$.46	200	$92.00		
•62" Golf umbrella	$20.70	6	$124.20		
•Foot Joy "Dry Joy" White (53669) Size/Qty ____ ____ ____ Black&White Saddle(53512)Size/Qty.____	$96.50	1	$96.50		
•Foot Joy "Soft Joy" (New Sierra) White (53389)___ Size/Qty.____ ____ ____ ____ Black&White Saddle (53397)___ Size/Qty.___ ____	$62.50	1	$62.50		
•Foot Joy Classic White only (51409) Size/Qty.____ ____ ____	$136.50	1	$136.50		

FUNCTION: _____ TOTAL COST: _____

SHIP TO: _____ SHIP TO ARRIVE: _____

REQUESTOR: _____

TELEPHONE #: _____

FAX #: _____

REQUEST DATE: _____

CHARGE CODE: (15-digit) _____ CREDIT CODE: (TRD Use Only) _____

SPECIAL NOTE TO REQUESTOR:
- Items must be ordered in case quantity
- The cost per unit includes shipping charges

NOTE TO CONTINENTAL GOLF:
- Fax copy to requestor & T.Trader upon completion of order and to confirm shipment.

Revised: 9/7/95

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Source: https://www.industrydocuments.ucsf.edu/docs/txpm0000